



# Indiana Defense Asset Study Focus Group Summit

**February 2008**

# Agenda

- 10:00 **Welcome**
  - Jason Lovell, OED & Lisa Laughner, Conexus Indiana
- 10:10 **DAS Success Stories**
  - Jim Caruthers, Purdue University
  - David Peter, Raytheon
  - Melanie Thom, Baer Consulting
- 10:40 **Call for Action/Opportunities**
  - John Dement, Naval Warfare Center Crane
  - Mark Smith, Purdue University/Wired
  - Don Takehara, Taylor University
  - Brian Tanner, TMG Labs

# Agenda

- **11:30 Company Presentations**
  - Rich Boling, Tech Shot
  - Gabe Cabrera, SGIS
  - Forest Houlette, Defense Analytics
- **12:15 Break**
- **12:30 Working Lunch - Defense Education, Support/ Services Strategy**
  - Jason Lovell & Lisa Laughner
- **1:30 Update on Defense Industry Non-Profit**
  - Dan Denning
- **1:45 Next Steps**
  - Jason Lovell & Lisa Laughner
- **2:00 Adjourn**

# DAS Success Stories

- Jim Caruthers, Purdue University
- David Peter, Raytheon
- Melanie Thom, Baer Consulting

# Call for Action/Opportunities

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# Defense Education & Support/Services Strategy

- Services & support to small businesses were a key need identified during the asset study
- Today:
  - Review needs identified during the study
  - Are they still relevant? Are there others?
  - Which are top 3 priorities?
  - How to organize & fund the services?
  - Discuss if they could be organized under a “Defense Academy concept.

# Update on Defense Industry Non-Profit

— Dan Denning



# Next Steps

- Next meeting for focus groups
- Announcements

## **SBIR Training Event**

**April 22 -23, 2008**

The IEDC SBIR Program Office will be hosting a 2-day in depth SBIR/STTR training event in April. The event will educate small businesses on how to apply for federal R&D funding through the Small Business Innovation Research (SBIR) Program. The first day of the workshop will include an overview of the SBIR/STTR programs as well as the Phase I proposal preparation and pursuit strategy. The second day will cover basic government accounting, the Federal Acquisition Regulations (FAR), and the various components to compiling your cost proposal. Whether you are a seasoned veteran to the SBIR/STTR programs or a newbie, this workshop is for you!!!

**When:** April 22 and 23rd

**Where:** Hampton Inn - Downtown  
105 S. Meridian St.  
Indianapolis, IN

**Presenters:** Greenwood Consulting, Inc.

**Cost:** \$25 per day or \$40 for both

**Event registration/flyer:** [Flyer Link](#)

For more information, please contact DeAnn at 812.384.3530, [dreinhart@iedc.in.gov](mailto:dreinhardt@iedc.in.gov).

***Space is Limited to the first 80 registrants!!!!***

# Next Steps

- Announcements (cont'd)
  - Immediately following this meeting:
    - Indiana Grand Challenge in Space/Defense Electronics